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FOR IMMEDIATE RELEASE:
January 22, 1987

1986 TECHNICAL RECRUITING BUFFETED ON ALL FRONTS

Technical demand as measured by a key economic indicator, the HIGH TECHNOLOGY RECRUITMENT INDEX, remained static--and low--during the final quarter of 1986. The 104 fourth quarter figure, showed little movement from the 107 in the third quarter, and no change from the second quarter.

These findings were released today by Marjorie Freedland, Vice President and Director of Research of Deutsch, Shea & Evans, the human resources advertising and research organization which has maintained the Index since 1961.

Ms. Freedland noted, "1986 was a disappointing year for technical recruiting, extending a slump that has continued virtually unabated since May 1984.

"It is not surprising the HTRI has not been able to make a comeback," she observed, "considering the combination of factors impacting negatively on technical hiring: foreign competition;

(MORE)

the sluggish economy in general and the electronics and semiconductor industries in particular; overly optimistic projections of business and consumer purchases of computers; the spectre of balanced budget legislation and curtailment of government spending; the shuttle disaster and subsequent delay in the space program; the rash of high tech corporate mergers, acquisitions, and reorganizations, with fallout in the form of massive layoffs--and the new philosophy of staffing lean. Any one of the above would have affected technical hiring to some extent. All occurring in the same year resulted in an economic environment not conducive to a hiring turnaround.

The HTRI is based on the volume of recruitment advertising directed to engineers and scientists in major US newspapers and technical journals each month.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single-Month Figure	High Technology Recruitment Index*
November, 1985	104	101
December	99	110
January, 1986	128	115
February	119	116
March	100	109
April	106	104
May	105	104
June	101	103
July	105	105
August	107	107
September	109	108
October	108	106
November	102	104
December	103	--

*Based on a 3-month running average

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